JOHN WANAMAKER LIKES SALES PLAN

Approves Method of Selling Lots Used in Jamaica, L. I., by M. Morgenthau Co.

option here in the metropolitan realty field of the "mone" back if not satisfied" plan of selling property. The M. Mor dopted this plan and took the liberty ause Mr. Wanamaker originated the Author him of the details of their plan atter declared that the method is very the Morgenthau company and Mr. Wanamaker was as follows:

"My dear Mr. Wanamaker: We be lieve that we are selling real estate for the first time on the plan of Your Money Back if Not Satisfied.' We have been referring to this plan as the 'Wanamake Plan, as I understand that you were one of the originators of this plan o merchandising. I am sure that you will this Wanamaker plan is taking hold in real estate on it did in drygoods. There s absolutely no reason why real estate by handling. We inaugurated this sysyears ago and according to our figures we estimate that where 20 per cent or tess did not keep the property the other 80 per cent, purchased at least 50 per cent, more than they originally contracted for on going out and reconsidering their purchase, so that our sales were from 20 to 25 per cent, in excess of what they would have been if we-had not worked under this plan.

"In our new development known as Country Club district, Merrick road, at famalea, L. I., adjoining the St. Albans Country Club, we believe that the infreduction of this plan is largely responsible for the immediate success of the years ago and according to our figures

reduction of this plan is largely responsible for the immediate success of the proposition. Of course there is a great demand for homes from people who have been deprived of home ownership, and war conditions together with the stimulus of tax exemption have also helped a good deal. However, we have only had three small sales cancelled thus far, and against this in several instances the buyers have been so well satisfied that they have bought additional land for themselves or for other members of their family. ald appreciate it very much, if i

is not asking too much, if you would let me know what you think about this Wanamaker plan for real estate, and beg to remain very sincerely yours, M. Morgenthau, Jr.

M. MORGENTHAU, JR.
To this Mr. Wanamaker made the following reply: "Dear Mr. Morgenthau:
I have read with great pleasure your
letter of Novemoer 29th in regard to
your methods of selling real estate,
which seems very sensible. Very truly
yours,

John Wanamaker.

SALES AT AUCTION.

IMPORTANT SALE

ORIENTAL PEARLS UNREDEEMED PLEDGES

GOTHAM LOAN CO., L. L. FIRUSKI.

will sell at salesro

70 BOWERY, ON TUESDAY, DEC. 20TH, 1921. AT 11 A. M.

PEARLS, loose, also in necklaces and in various mountings. This sale in-cludes without doubt one of the finest lots of Oriental Pearls ever offered

day, Dec. 10th, after 2 P. M.

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An American Plan Hotel of Distinction GARAGE Walter J. Buzty



Greatly Reduced Winter Kates. Unsurpassed for healthful Rest and

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THE NEW YORK HERALD

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Grocery Store Locations Wanted Large retail chain organization desires locations in MANHAT-TAN. (RENTS MUST BE MODERATE.) Details required as to location, size of store, and whether store has cellar. No attention paid unless this in-formation is given. Realty Company Chain P.O. Box 229 City Hall Station

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houses, leasehold and garage property prices must be right for conservative cash buyers. Send me full details or call 157 West vid st. EDWIN L. SHATTUCK.

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500 FIFTH AV. (at 42d st.)-1,200 sq. feet office and showroom space; possession Jan-yary 1. F. J. GULLFOYLE & CO., 163 Broadway. Cortlandt 7475.

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13 WEST 88TH ST.-7 room apartment unti-May, \$200 month. Phone 3621 Riverside.

\$2D, 9 West.-Two rooms, bath; service un-usual; maid, upstairs. Penasylvania 2425. 57TH, 20 W.—Exceptionally attractive apart-ment, large living room, bedroom, bath kitchenette, Call after 2. HANSON.

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AT NOS. 17 AND 10 HAST POTH BT.

Above 50th St .- 5th Av. to North River.

CENTRAL PARK WEST, 424 (cor. 1024)— 8 room elevator apartment, redecorated; im-mediate occupancy; \$1,800. Phone Lenex 3701. RIVERSIDE DRIVE, 362 (1994) - High class elevator apartment: \$4,200 \$4,500; 9-10 rooms, 3 baths; renovated; immediate, Supt.

RIVERSIDE DRIVE 450 (11dth)—High class 7 foom elevator apartment; \$3,000; very choice; intaediate possession. Superintendent,

term, 212 W.-Rachelor spartment, 2 rooms bath, all improvements. Apply aupt.

Soull, 101 W.-One room and bath, \$600 per ansum, BRACKHOLST Apartment.

94TH, 104 W.-2 beautiful, large rooms splendid hitchen, grand heat, hot water; \$100: perfect for a family of two.

118TH ST., 355 West-4 and 7 room elevator apartment; steam heat; electricity.

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a rooms and bath; private house; excep-onally large; \$1,000 per year, including

MAYFLOWER COURT, 1100 Ocean av., Brooklyn.—Desirable location; high class, new apartments, 2 blocks from Newkick av. express station. Brighton line; ready for cocupancy; suites of 3, 4, 5 rooms; routs be-tween \$500 to \$1,050. Agent on premises. Open Sunday.

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APARTMENTS WANTED.

Parnished.

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141ST ST., 463 West .- Destrable couple

PROSPECT PARK section, both sub-

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Borough of Queens-Sale or Rent. DON'T MISS THIS.

from elevated station; restricted neighbor-heed; only \$8,500; easy terms.

KELLY Cor. of Lefferts and Liberty avs.
Ph. evenings Richmond Hill 6479-1, Take Fulton at L to Lefferts av.

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Phone Creat Nack One Real Estate Information.

BUSINESS PLACES TO LET. From Battery to 14th St., Inclusive.

Remarkably Cheap Fireproof LOFTS, 75 x 100 clevators, all improvements, top floor, tionally light, skylights, etc. RENTS to \$4,600.

141-5 WOOSTER STREET.
Apply R. F. KILPATRICK,
adway. Phone Rector 719 Above 14th St. to 59th St. (Inclusive), East River to North River.

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Central Location Murray Hill Fireproof Elevator Apartment equalled Service Moderate Rep Borough of Brooklyn.



2-3-4-5 ROOMS New Elever Apartments

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FOR SALE at a bargain, a four story, is family house, 28x100; E. 75th st.; \$2,600 cash, balance mortgage. Apply MAIFR, 158 West 77th st.

Above 50th St.-5th Av. to North River. BV story new law, 85x100, 4-3, 4-4; steam heat, parauet floors, of lights, tiled baths 2 years old; ronts \$40,000; nrice \$175,000 first mortgage \$85,000, cash \$55,000; netting \$23,000. COUGHLAN & COMPANY, INC. 90, West 724.

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TWO family swelling, sacrifice; owner compelled to leave city; Washington Heights select neighborhood. Write J. J., 2,025 Bway Borough of Manhattan-Miscellancous.

ATTENTION LARGE PROFITS.
Vicinity 110th st., Broadway, apartment oues; rents \$17,000, expenses \$5,500, price Business corner, elevator apartment house, stores, below 125th st.; leased to one tenant at \$35,000 yearly; price \$295,000, want offer, designible terms. ty Riverside Drive, 116th st., elevator ent house; rents \$38,800, price

5.000.

Vicinity Broadway, 137th st., apartment use, four and five recome; rents \$12,000, benees \$5,700, price \$62,000.

Positable Broadway Business corner, elector apartment house, with stores; rents 7,000, price \$280,000.

Lise other bargains, large and small. Send

H. T. WOOD, 220 BROADWAY. Borough of Bronx-Sale or Rent.

10 room, 1860 Morris av., Mount Hope place possession; open for inspection, SUHAEFER 508 Lenex av.

Berough of Brooklyn-Sale or Rent. CHOICEST apartment house plot is Brood lyn, corner 8th av. and Union, 124x100 ft with proper improvement; unlimited ren are obtainable. CHARLES LAUE, Owner

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FOR SALE—Two family frame detached house, 605-607 Bergen av., Jersey City, N. J.: 9 rooms and bath; 10 rooms and bath; to rooms and bath; to rooms and bath; hot and cold water, electric light, hot air heat; plot 45.04x107; price \$20,000; executor's sale for closing estate. Apply H. J. MELOSH, executor, box 145 Jersey City. FREE list of houses for sate and rent Write VAN WINKLE CO., Rutherford, N.J. WESTWOOD-Rubble stone house, under foreclosure; 8 rooms, furnace, fireplace; 2 acres, \$4,050; photographs. HOVER, 21: Broadway, New York.

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COMFORTABLE, attractive rooms with use of bath \$2 and \$2.50 per day; rooms wish bath, £3 and \$2.50 per day. MARTHA WASHINGTON HOTEL (for women only). 28 East Sith at 17TH ST., 104 East.-Two large, attractive rooms; reasonable.

29TH-429 4TH AV. OTH, 58 E.-Large and small rooms; reason

COMFORTABLE, attractive rooms with use of bath \$2 and \$2.50 per day; rooms with bath, \$3 and \$3.50 per day, HOTEL ENDI-COTT, Columbus av. and Sist st.

HOTEL NOMIS,

Rooms with private bath, \$15 weekly;
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Morphingside 668 and 768.

Riverside cultured private family; cheerful room, top floor, modern apartment
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ABOUT 13,000 SQ. FT.
WITH AMPLE POWER
IN THE FINEST CONCRETE FIREPROOF
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TH 453 W.—Bendung and the control of OFFICE space to rent. Inquire room 273, 47TH ST., 106 WEST (RALEIGH HALL). A RESUMENCE FOR MEN. 42D ST., 505 WEST-Store 25x100, 14 foot celling and part of cellar, heavy floor capacity, suitable for any business or manu-facturing, steam heat free. Apply premises.

room; sultable couple, general control of the couple, selection of the couple of the c

13STH ST., 616 WEST-Double and single rooms; newly decorated; private home 154TH, 433 W.-Large double rooms, twit beds, bath. Phone Audubon 1506.

118TH, 507 W.—Delightfut high grade, 2, 3, 4, 5 room fireproof elevator building; mederate rents. Tel. Cathedral 7380. BOARDERS WANTED.

CHILDREN boarded in schools; dity or coun-try; highest references. EMINY, 38 Park row, room 601-H. Cortlandt 1894. 72D. 318 W.-Unusually desirable front room, private bathroom, superi ble, single room; references. fatrii St., 104 & 108 West (Marbury Hall).—
Most exclusive American plan hotel in New York; one 4 room, one 3 room apartment; also one room and bath; now available. Co-lumbus 3290. APARTMENTS - UNFURNISHED SIVEN rooms and two baths; southeast corner 6th av. and 56th st.; rintal \$3,300 per year; lonniediate possession. Analysis sinct 5 CO. 6th, or WILLIAM D. BLOODGOOD 5 CO. 6th, or WILLIAM D. BLOODGOOD 5 CO. 6th, and the second since the second si

D4TH, 116 W.-Large, sonny back parlor for two; excellent table; \$31. Borough of Bronz.

LAINDRESS, Fronch, wishes large family washing; yard, 364 W. 46th, Longacre 5696.

LAUNDRESS, do gents, ladies fine wash, home; reference. Autonio, 2104 Masison Av, MAID, colored, for bachelor or rooming house; good housekeeper; references. O 1578 Herald, Harlers.

WOMAN, colored, wants day's work any

Situations Wanted Female-Domestic.

LADTER!

UNITED EMPLOYMENT AGENCY. 163 East 72d st., corner 3d av.

in need of first class servants will always find satisfaction at the H. M. MODERN AGENCY. 200 E. 724 st. Rhinelander 848-4079-0111.

COMPETENT, reliable domestic help, ever description; excellent references; city country; available at Acme Employmen Agency, 8 4th av., Brooklyn. Sterling 0038 Christensen & Jensey.

SITUATIONS WANTED-MALE.

BAKER, foreman; bread, buns, rolls, cakes, C. Harmer, 667 Classon av., Brooklyn, BOOKICKEPER'S assistant, business achool graduate, honest, bright, willing, quick fig-urer, desires position, references. Koerper, 335 Pagri st., Brooklyn.

BOY, colored, useful, porter or anything willing, obliging; moderate wages. Nelson 2144 5th av. Phone Harlem 2387.

CHAUFFEUB, useful, single, age 29 wishes position, private family; neat appearance; best reference; city or country. W. C., 169 East 836.

East 83d.

CHAUFFEUR, young colored man, desires position; thereughly competent. Advertiser, care Sims, 150 West 125th st.

BEONNWOOD AV., 4175 (202d st.).-Childre wanted; good home.

PHERREPONT ST., 76.—Attractive room-excellent table; convenient subway. Ma-1159 W.

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Westehester. WILL take select children to noard. HAR RIET KENNEDY, care of Gorage, nea White Plains. Phone Elmsford 1739.

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75TH ST. (815 Park av.) .- Seven and eight PUBLISHERS, PRINTERS. 1219 MADISON AVE., southeast corner 88th st.-7; 8 rooms, two baths; parquet floors; all light; elevator, night service. Resident owher management, \$2,500 up. An opportunity to reduce your coats, Linotype composition wanted. We can save you 13 per cent.

Only yearly contracts will be en-tertained. Fully equipped plant, 8 linotype machines, careful super-vision.

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Contilens open in our factory and sales
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r week; \$700 invested in our company will
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HARKNESS PIANO CO., 204 W. 30th st., Wilmington, Del. BEAUTIFULLY furnished 17 room house, West 70%, rent \$333; guaranteed profit. \$430; newly decorated. STOEBER REALTY, 1478 Broadway.

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APARTMENTS—New, 1-2 rooms, bath, hitchemate: maid service: laprovements: subways: twenty minutes Herald sq. 378 Sterling place. BARGAIN-Three beautiful oil paintings with gold frames. Call 233 West 14th. BARGAIN-Beautiful range, enameled an nickel plated; almost new. 233 West 14th HEIGHTS—Desirable spartment, 2 rooms and bath, most convenient neighborhood. Phone H. S. T., or W. E. L., Beekman 8700.

FORECLOSURE SALES

PURSUANT TO AN AGREEMENT, entered into on the 20th day of September, 1920, by and between JOHN WANAMAKER, NEW YORK, and MARTIN R. ZELENKO, I will sell on the 27th day of December, 1921, at ten o'clock in the forencen, in the plane department of John Wahamaker, in the City, County and State of New York, one style Chickering mahogany plane, as provided by Sections 65 and 66 of the Personal Property Law.

NAT. W. GENDERING, Auctioneer.
PURSUANT TO AN AGREEMENT, entered into on the 4th day of December, 1919, by and between JOHN WANAMAKER, NEW YORK, and MRS. MAMIE M. S. YOUNG, I will sell on the 27th day of December, 1921, at ten o'clock in the forencen, in the City, County and State of New York, one style mahogany Grand plane and bench, as provided by Sections 65 and 66 of the Personal Property Law.

NAT. W. GENDERING, Auctioneer. TRETANT TO AN AGREEMENT, ent

willing, obliging; moderate wages. Nelson, 2144 5th av. Phone Harlem 2487.
BUTLER, young Corean, excellent, experienced; reference, 227 W. 126th st. Leo.
BUTLER, Valet or useful German desires position; references. Hartz, 1464 3d av.
CHAUFFEUR, Mechanic; 12 years' experience, 4 years hast position; driving and shop references; go anywhere. C. Smith, 401 W. 23d et. Chelsea 6879.
CHAUFFEUR, single, long a rienced driver, mechanic any car; real trustworthy, willing, obliging; go anywhere. Chauffeur, 1349 3d av.
CHAUFFEUR, we supply expert chauffeurs with guaranteed, private references. Professional Chauffeurs Club of America, 10 West 60th st. Phone Columbus 8422.
CHAUFFEUR, mechanic, 7 years' experience, desires position private or commercial; good references. Anthony De Sale, 2007. 1st av.
CHAUFFEUB, useful, single, age 30 wishes manegary Grand plane and define Personal vided by Sections 65 and de of the Personal Property Law.

NAT. W. GENDERING, Auctioneer.

PURSUANT TO AN AGREEMENT, entered into between JOHN WANAMAKER, NEW YORK, and MRS. K. WILSON, I will sell on the 27th day of December, 1921, at ten o'clock in the forenoon, in the plane department of John Wanamaker, in the City, County and State of New York, one style IX mahogany victrola, as provided by Sections and State of New York, one style IX mahogany victrola, as provided by Sections QUANTITY circulation brings the kind mahogany victrola, as provided by Section mahogany victrola, as provided by S

SITUATIONS WANTED-MALE. SITUATIONS WANTED-FEMALE

Hoor).

COMPANION, refined young woman, good health, without encumbrances: willing to travel; previous eccupation, dressmaking; best reference. C 2236 Herald, Herald Sq. Locomobile, any car; careful driver; American, 31, 10 years' experience, 4 years last outlin; immediately. F 2124 Herald, Her PRESSMAKER, Parisian, just from Paris, out by day, afternoon and evening dresses. Write 312 W. 25th st., A. Somme, care B. Somm.

DRESSMAKER, French, makes elegand dreases, \$8 up; artistle gowns; expert remodeling; reasonable. Mne. Rose, 1763

good references. Bowdan, 181 West 135th st. DOPLE—Man cook, wife chamberneald, waitress; adults only; no haundry; wages 15. Hoyt, 68 East 124th st. city. DOPLE—Chauffeur, colored; city, country; moderate wages; butler, useful; wife good cook. Bolding, 2144 5th av. Harlem 2387.

ences. Moto, 146 W. Coth. Phono Colum-bus 5115. JAPANESE, excellent butler, valet, wishes position; prefers country. E. Lenthold, \$59 Lexington ev. Rhinelander 5122.

LADY'S maid, visiting, by day; packer, darning, alterations, fine lingerie; personal reference. Write Sandra, 246 W. 25th.

LAUNDRESS—Experienced laundress winner to take home washing; fine silk and lingerie, everything; reference. Mrs. Pers. Murray Hill.

JAPANESE, young, general houseworker;
reference; reasonable wages, Walter, 69

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LAUNDRESS WANTE HAMPER WASHING: ALSO FINE SILKS AND LINGERIFE; REFFERENCE, CIRCLE 2797.

LAUNDRESS WANTE FINE WORK, FINE
SILKS AND LINGERTE; REFFERENCES
FURNISHED, CIRCLE 2797.

LAUNDRESS-WOMAN take home wran; silk
sphelalty; best references. Van Camp, 253
W. 25th.

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NURSERY governess wishes position; English, French; good sewer. Stationery, 643
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NURSER, practical, care of invalid, by responsible woman. M. 1014 Lexington av.

NURSE, colored (graduate), take care called.

Phone Harlem 2402.

Thos. Collins, 28 FF. Greene pl., D'klyn.

MASSAGE (6007), gentiemen; necessive particular for decidence in coloring in the rappetites, at reddeling. Riverside 1627 the residence. Krahe, 5 W. 60th st.

NURSER, colored (graduate), take care called.

Phone Harlem 2402.

perience. Tahir, 172 Duffield st., Brooklyn. YOUNG man, married, wishes position any-thing. Harry Steve, 1989 Pacific st., Billyn

YOUNG weman wishes a position to accommodate by the day, cleaning or cooking. 510 West 142d st. EMPLOYMENT AGENCIES. EMPLOYMENT AGENCIES.

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MDRRY CHRISTMAS.
JAPANESE EAGLE AGENCY.
100 W. 46th at. Bryant 7787 and 2008.
Professional domestics, references personally investigated.
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101 W. 45th at. corner 6th av. Bryant 8079.
Help of all nationalities, male and female; references investigated.
JAPANESE Employment. The help problem has been solved by the United Employment Agency. We have hundreds of competent maids daily; a personal call will convince you. JAPANESE Employment Agency, 26 W. 43d, Longare 8565. Select help; references in-vestigated.

vestigated.

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Belect help. 187 Lexington av. 9358 Mad Sq.

LADIES, YOUR ATTENTION IS INVITED!
We can furnish you all classes of efficient and reliable help. Cooks, chambermaids, waitress, laundresses, general HELP WANTED-FEMALE. houseworkers, couples, &c.
UP-TO-DATE EMPLOYMENT AGENCY,
178 E. 71st, cor. 3d av. Rhinelander 294
References carefully investigated.

of admis. Apply 8 to 11 A. St., 47 V. const. of tolephone Columbus 6415.

CHAMBERMAID and waitress: small family, steep out. Apply between 10 and 1, 455. West End av., corner 52d st., apt. 5-A.

COOK, experienced, Hungarian, German or American preferred, for private house, small family; personal references. Cail 9 to 1, 550 West End av., corner 72d st.

GIRL wanted to assist in general house, work and care for baby; reference required. B. W. Clark, 13d Roosevolt av., Chiham Manor, N. Y. Phone Pelnam 1489-R.

MAID.-Reitined girl as second maid, in Hartsdale, N. Y.; wages 850; German preferred. Address P. O. box 507, Hartsdale, N. Y. AMERICAN colored cooks, houseworkers, dayworkers; no fee; references. Green's. Morningside 1475. dayworkerst no lest felerated Morningside 1875.

GALL ACADEMY 4303 for all domestic help.
Academy Employment Agency, 194th et.
and Brondway. NURBE, infant, 7 weeks old; personal refer-ences required. Phone Ehinelander 878. NURBE, experienced, infant and boy 4; ref-erences required. Amberg, 251 West 98th.

> for efficient I domestic help-

READ the "Situations Wanted" advertisements that appear every day in the Classified Advertising pages of The New York Herald. For, reliable domes-tics have learned from long experience that it is

among readers of The New York Herald that connections are made with families where training and service are best appreciated.

THE NEW YORK HERALD

HELP WANTED-FEMALE.

NURSE, for girl of 6 years and baby HAUFFEUR-MECHANIC, Pierce, Simples, SECRETARY'S assistant; some one family

EARN 850 weekly through Prof. Rohrer's famous Hairdress, Mandeurs, Beauty School, 119 W. 42d st., or Brooklyn, 15 4th av. Newark branch, 847 Broad st. Circular,

EMPLOYMENT AGENCIES. Help Wanted Female-Domestic.

Why waste time
and car fare answering one advertisement while without expense
you meet at our office hundreds
of refined ladies waiting to employ
you? And, remember,
It is free to you.
THE UNITED EMPLOYMENT AGENCY,
165 East 720 st.,
northwest corner 3d av.

diately.

COOKS, chambermaids, couples, houseworkers. Berta Carison's Agencies, 2280 Broadway, corner 82d, Schuyler 1976; 787 Lexington av., near 61st.

LIDA SERLY AGENCY.

Butlers, 2d men, cooks, 2d cooks, k'malds,
waltresses, ch'bermaids, laundresses, nurses,
MES, R. STRICKER & NEPHEW.

32 West 18th st.,
have openings for all positions; good wages;
private families; all nationalities.

BLIMS Employeaget Active, furnishes offi-

ton av.

JANIFOR, supt., wants engagements; American; experienced; all repairs; references, painter by trade; first class. Currie, SS 4th place, Brooklyn. Tel. Henry 1071-M.

JAPANEEE, expert cook, wishes position, tighest personal references; city family, only cook or entire charge. P 2026 Herald, Herald, Herald, St.

JAPANEEE, expert cook, wishes position, tighest personal references; city family, only cook or entire charge. P 2026 Herald, HOUSEWORKERS, waitresses, ch'hermalds, cooks; excellent positions. Tinka Andresses Emp's A's, 2294 B'way, nr. 834. Schuyler 7997 HOUSEWORKERS, day's workers, hait time; city, country; references, Carney Agency, Audulon 1955. OKS, waitresses, chambermaids and oples wanted immediately. Duffy's ney, 2 West 47th.

ACCOUNTANT WANTED; first class senter ACCOUNTANT WANTED; first clars senior required by firm of accountants; applications from experienced accountants only will be considered. Apply by letter, giving full particulars and ealary required to Box A 568 Hernid, 280 Brondway.

ASSISTANT Manager—Young man as assistant manager of a new safe deposit company; only one with experience need apply. R 252 Hernid, Hernid sq.

ASSISTANT MANAGER—Young man as assistant manager of a new safe deposit company, only one with experience need apply. W 367 Hernid, Hernid sq. BANK wants young men; no experience necossary; must have had three years high rechool. B 1224 Herald, Fulton at.
CHAUFFEUR, mechanic, to drive Buick sedan; must have good personal reference. Phone Cortiandt 2226 for interview or call at room 1515 Singer Bugs., 11 to 2.

eno has had training in dairy work at an agricultural college and is well experienced in the inspection and coring of dairy farms. Without these qualifications do not apply. Newark Milk and Cream Co., 29 Bridge et., Newark, N. J.

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